
From: Notto, Daniel [mailto:daniel.notto@alliancebernstein.com]
Sent: Monday, August 16, 2010 2:48 PM
To: EBSA, E-ORI - EBSA
Cc: Fortier, Mark
Subject: Lifetime Income Joint Hearing

Greetings:

AllianceBernstein L.P. respectfully requests to present testimony at the Lifetime Income Joint Hearing to be held by the Department of Labor and the Department of the Treasury on September 14 or 15, 2010.

Mark Fortier will present on behalf of AllianceBernstein. Mr. Fortier is the Head of Product & Partner Strategy for AllianceBernstein Defined Contribution Investments. An outline of the topics Mr. Fortier will discuss is attached.

Thank you for your consideration of our request.

Sincerely,

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Department of Labor/Department of the Treasury
Lifetime Income Joint Hearing
September 14 or 15, 2010

Outline of Topics To Be Discussed By

Mark Fortier
Head, Product & Partner Strategy
AllianceBernstein Defined Contribution Investments

General Topic: Alternative Designs of In-Plan and Distribution Lifetime Income Options

1. Characteristics of effective in-plan lifetime income options (5 minutes)
 - Key benefits of in-plan lifetime income to workers
 - Characteristics of effective in-plan options
 - Effortless employee participation with simple and effective communications
 - Expert investment design and management
 - Secure lifetime income that preserves participant control and liquidity
 - Multi-insurer to provide diversification, cost reduction and increased capacity
 - The potential role of Secure Income Target-Date Portfolios

2. Challenges and recommendations (5 minutes)
 - Challenges
 - Record keeper, insurer, plan participant and plan fiduciary
 - Regulatory
 - Recommendations
 - Clarify existing QDIA, QJSA and Advice rules
 - Safe-harbor protections and incentives for plan fiduciaries